

EXHIBIT B, APPLICATION LICENSE FEE, SERVICE CHARGES AND PAYMENT SCHEDULE

A. General

Supplier's pricing, as shown in this Exhibit, provides discounts for any Authorized User who places an order hereunder within ninety (90) days of the Effective Date of the Contract. After the discount period, Supplier's standard pricing, or any additional discounts offered by Supplier, shall apply.

For all orders placed against the Contract, should an Authorized User purchase additional licenses during the term of its initial order under this Contract, license fees shall be pro-rated for the additional licenses to allow for co-termination of all licenses for each Authorized User.

Any Authorized User who purchases a JobsEQ Bronze license shall be entitled to use the Application to perform the functions described in Exhibit A as they relate to such Authorized User's county or city and one peer county or city.

Any Authorized User who purchases a JobsEQ Plus license shall be entitled to use the Application to perform the functions described in Exhibit A as they relate to such Authorized User's region, as defined herein, and one peer region.

An Authorized User may order a license to use the Application to perform the functions described in Exhibit A as they relate to a Workforce Investment Area, Metropolitan Statistical Area, or Planning District Commission that is not defined in Section D of this Exhibit. In such instance, Supplier may charge a customization fee.

B. Pricing for Orders Placed Within Ninety (90) Days of Effective Date of Contract

JobsEQ Pricing for 90 Days After Effective Date Of Contract

Product Identification	Geographic Reach	Annual Pricing Per License
JobsEQ Gold	Statewide	\$ 38,000.00
JobsEQ Platinum	Workforce Investment Areas (WIA)	\$ 30,000
JobsEQ Bronze	County/City	\$ 4,995
JobsEQ Plus	Regions (MSA, PDC, Tobacco)	\$ 30,000
Additional Seats For Individual Authorized Users After Purchasing 2 licenses		
	Statewide	\$ 5,000.00
	WIA	\$ 3,995.00
	Regions	\$ 3,995.00
	County/City	\$ 2,995.00

Service Charges Not Applicable

Definitions:

WIA = Workforce Investment Area.

MSA = Metropolitan Statistical Area.

PDC = Planning District Commission.

One-Time Fee to Customize Regions Customized Regions \$ 5,000

NOTE: Pricing for additional training sessions: \$95 per hour plus travel expenses.

**C. Pricing for Orders Placed After Ninety (90) Days of Effective Date of Contract
JobsEQ Pricing After Initial Period Expires**

Product Identification	Geographic Reach	Annual Pricing Per License
JobsEQ Gold	Statewide	\$ 79,000.00
JobsEQ Platinum	Workforce Investment Areas	30,600.00
JobsEQ Bronze	County/City	9,950.00
JobsEQ Plus	Regions (MSA, PDC, etc.)	30,600.00

Additional Seats For Individual Agency After Purchasing 2 Licenses

<i>Statewide</i>	\$ 9,995.00
<i>WIA</i>	\$ 3,995.00
<i>Regions</i>	\$ 3,995.00
<i>County/City</i>	\$ 2,995.00

Service Charges Not Applicable

Definition of Regions:

WIA = Workforce Investment Area.

MSA = Metropolitan Statistical Area.

PDC = Planning District Commission.

One-Time Fee to Customize Regions	Customized Regions	5,000.00
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NOTE: Pricing for additional training sessions: \$95 per hour plus travel expenses.

D. Currently Available Regions
Definition of Current Regions (not subject to customization fees):

WIA = Workforce Investment Area.

Southwest Virginia, Local Workforce Investment Area #1
New River/Mount Rogers, Local Workforce Investment Area #2
Western Virginia, Local Workforce Investment Area #3
Shenandoah Valley, Local workforce Investment Area #4
Northern Shenandoah Valley, Local Workforce Investment Area #5
Piedmont Workforce Network, Local Workforce Investment Area #6
Region 2000/Central VA, Local Workforce Investment Area #7
South Central, Local Workforce Investment Board #8
Capital Area, Local Workforce Investment Board #9
City of Richmond, Workforce Investment Area #10
Northern Virginia, Local Workforce Investment Area #11
Alexandria/Arlington, Local Workforce Investment Area #12
Bay Area, Local Workforce Investment Area #13
Peninsula Worklink, Local Workforce Investment Board #14
Crater Area, Local Workforce Investment Board #15
Opportunity Inc., Local Workforce Investment Board #16
West Piedmont Workforce Investment Board #17

MSA = Metropolitan Statistical Area.

Blacksburg
Charlottesville
Danville
Harrisonburg
Bristol
Lynchburg
Richmond
Roanoke
Hampton Roads
Northern Virginia
Winchester

PDC = Planning District Commission.

Accomack-Northampton (PDC 22)	Northern Shenandoah Valley RC (PDC 7)
Central Shenandoah (PDC 6)	Northern Virginia (PDC 8)
Commonwealth Regional Council (PDC 14)	RADCO (PDC 16)
Crater (PDC 19)	Rappahannock-Rapidan RC (PDC 9)
Cumberland Plateau (PDC 2)	Region 2000 (PDC 11)
Hampton Roads (PDC 23)	Richmond Regional (PDC 15)
Lenowisco (PDC 1)	Roanoke Valley-Alleghany RC (PDC 5)
Middle Peninsula (PDC 18)	Southside (PDC 13)
Mount Rogers (PDC 3)	Thomas Jefferson (PDC 10)
New River Valley (PDC 4)	West Piedmont (PDC 12)
Northern Neck (PDC 17)	